

**Figure 2c -- Selected Residential Market Share Analysis**

% Market Share of RGUs								
	2001	2002	2003E	2004E	2005E	2006E	2007E	2008E
<b>CABLE/DBS</b>								
Basic Cable	76.9%	71.7%	67.3%	62.7%	59.0%	56.1%	54.4%	53.5%
Digital Cable	12.9%	14.9%	16.7%	17.2%	17.3%	17.3%	17.2%	17.5%
HSD	6.0%	8.8%	11.4%	13.3%	14.6%	15.2%	15.5%	15.7%
Local Telephone	2.1%	2.3%	2.3%	3.4%	4.5%	5.7%	6.4%	6.7%
Long Distance	2.1%	2.3%	2.3%	3.4%	4.5%	5.7%	6.4%	6.7%
Dial-Up ISP	NM	NM	NM	NM	NM	NM	NM	NM
<b>TOTAL RGUs</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>
<b>iLEC</b>								
Basic Cable	-	-	-	-	-	-	-	-
Digital Cable	-	-	-	-	-	-	-	-
HSD	2.4%	3.6%	5.2%	6.9%	8.0%	9.0%	9.6%	10.0%
Local Telephone	90.1%	82.0%	73.7%	70.3%	67.5%	64.6%	62.0%	61.4%
Long Distance	5.3%	12.3%	19.2%	21.3%	23.4%	25.6%	27.7%	27.9%
Dial-Up ISP	2.2%	2.0%	1.9%	1.6%	1.1%	0.8%	0.7%	0.6%
<b>TOTAL RGUs</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>
<b>WIRELESS</b>								
Basic Cable	-	-	-	-	-	-	-	-
Digital Cable	-	-	-	-	-	-	-	-
HSD	-	-	-	-	-	-	-	-
Local Telephone	50.0%	50.0%	50.0%	50.0%	50.0%	50.0%	50.0%	50.0%
Long Distance	50.0%	50.0%	50.0%	50.0%	50.0%	50.0%	50.0%	50.0%
Dial-Up ISP	-	-	-	-	-	-	-	-
<b>TOTAL RGUs</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>
<b>IXC / Other</b>								
Basic Cable	-	-	-	-	-	-	-	-
Digital Cable	-	-	-	-	-	-	-	-
HSD	-	-	-	-	-	-	-	-
Local Telephone	14.2%	18.0%	22.4%	24.2%	26.2%	28.2%	31.4%	31.8%
Long Distance	84.1%	80.4%	75.8%	74.2%	72.4%	70.5%	67.4%	67.1%
Dial-Up ISP	1.7%	1.6%	1.7%	1.6%	1.5%	1.4%	1.2%	1.1%
<b>TOTAL RGUs</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

Source: Company reports, FCC, Thomas Weisel Partners LLC estimates